

Message Text

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43

ACTION EA-10

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R 050945Z FEB 75

FM AMEMBASSY MANILA

TO USDOC WASHDC

INFO AMEMBASSY SINGAPORE

SECSTATE WASHDC 414

UNCLAS MANILA 1607

USDOC FOR HORRIDGE
SINGAPORE FOR LEONARD

E.O. 11652: NA

TAGS: BEXP, RP

SUBJ: PROCESS CONTROLS USA -- PROCUREMENT

REF: MANILA 774

1. FOLLOWING IS UPDATE ON ALLOCATIONS REPORTED PARA 1 REFTEL.

A. ITT LOCAL OFFICE WILL TELEX NEW YORK AGAIN.

B. 3M PHILIPPINES REGRETTED IT CANNOT PARTICIPATE IN
EXHIBIT BECAUSE OF PREVIOUS COMMITMENT WHICH INVOLVED SUB-
STANTIAL PART OF ITS ADVERTISING BUDGET FOR THE QUARTER.

C. GTE REPORTS HOME OFFICE TURNED DOWN PARTICIPATION AND IS
NOT HOPEFUL OF OBTAINING LOCAL FUNDING FROM JOINT VENTURE
PARTNER.

D. CATERPILLAR HAS INDICATED NEGATIVE DECISION.

E. DETROIT DIESEL/ALLISON IS NOT RESPONDING.

F. CONNELL BROTHERS DECLINED IN LETTER SINCE SQUARE D
LOCAL REP DECIDED AGAINST PARTICIPATION. SEE
MANILA 915.

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2. FOLLOWING REFERS TO PARA 2 REFTEL AND IS WRAP-UP

OF RESULTS OF INTENSIVE LOCAL RECRUITMENT EFFORTS.

A. ALLIS-CHALMERS. LOCAL AGENT, CLINDISCO, IS NOT INTERESTED.

B. WORTHINGTON. ED MURRAY, PRESIDENT OF E.J. NELL COMPANY, PROMISED TO GIVE FURTHER CONSIDERATION.

C. L&W EQUIPMENT. MARDONIO SANTOS, PRESIDENT OF AMERESCO, STATED HE HAS WRITTEN TO WERTHEIMER ALONG LINES OF MANILA 774 BUT ALSO ASKED WHETHER THERE WERE OTHER ITEMS OF MORE MARKETABLE NATURE. HE HAS RECEIVED NO REPLY.

D. HEWLETT PACKARD. BENNY YALUNG OF ELECTROMEX HAS KEPT IN TOUCH WITH EMBASSY, BUT NEITHER HE NOR WE HAVE ANY WORD IN RESPONSE TO HIS REQUEST AS RELAYED IN MANILA 0997.

E. HINDS INTERNATIONAL. PLEASE SEE MANILA 1500.

F. APPLIED COLOR SYSTEMS. HARRY ONG OF CENTURY CHEMICAL (STATE 020069) HAS REPLIED TO APPLIED COLOR THAT HE WOULD CONSIDER PARTICIPATION PROVIDED HE COULD OBTAIN EXCLUSIVE REPRESENTATION FOR PHILIPPINES.

G. LEEDS AND NORTHRUP. ERNESTO IGNACIO OF WARNER-BARNES, LOCAL AGENT, SAID HE WILL HAVE TO CONSULT WITH ABNER ALBERTSON REGARDING PAYMENT OF FEE AND EXPENSES.

H. YARWAY. FRANCISCO GUAZON OF HONIRON PHILIPPINES PROMISES TO CONSIDER PARTICIPATION.

I. WESTINGHOUSE. LOCAL REP STILL TRYING TO INTEREST HOME OFFICE.

J. CUTLER-HAMMER. COMATT EARLIER TRIED UNSUCCESSFULLY RECRUITING ATKINS KROLL COMPANY THROUGH ITS PRESIDENT. UPON RECEIPT OF STATE 022261 TOM BLANCO WAS CONTACTED, BUT HE THEN TURNED PROPOSAL TO BEN ALDACO WHO SAID THAT ALL STOCK ITEMS ARE KNOCKED DOWN PARTS. NO SINGLE UNIT UNCLASSIFIED

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PACK IS IMPORTED BECAUSE OF HIGH CUSTOMS RATE, AND ATKINS KROLL ASSEMBLES ON CUSTOM ORDER BASIS. ALDACO PROMISED TO HAVE QUESTION OF PARTICIPATION DISCUSSED AGAIN WITHIN COMPANY.

K. WIEGAND. MR. ONGPIN-LUNA OF GILTRADE FELT FEE WAS TOO HIGH AND ALSO POINTED OUT HE COULD NOT LEGALLY SELL DIRECT. HE DECLINED.

L. CLAYTON-MARK COMPANY. NEITHER ROLAND THOMPSON NOR
WILLIAM H. REYNOLDS COMPANY HAVE TELEPHONE AT KILOMETER
21 ON SOUTH SUPER HIGHWAY. NO CONTACT.

M. BAILEY METER. DAVE RAGLE DID NOT CONTACT COMATT
IN MANILA JANUARY 22 AS REPORTED IN SINGAPORE 0286.
ASSUME RAGLE HAS RETURNED TO U.S. AND IS IN TOUCH WITH
OIM.
SULLIVAN

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NNN

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